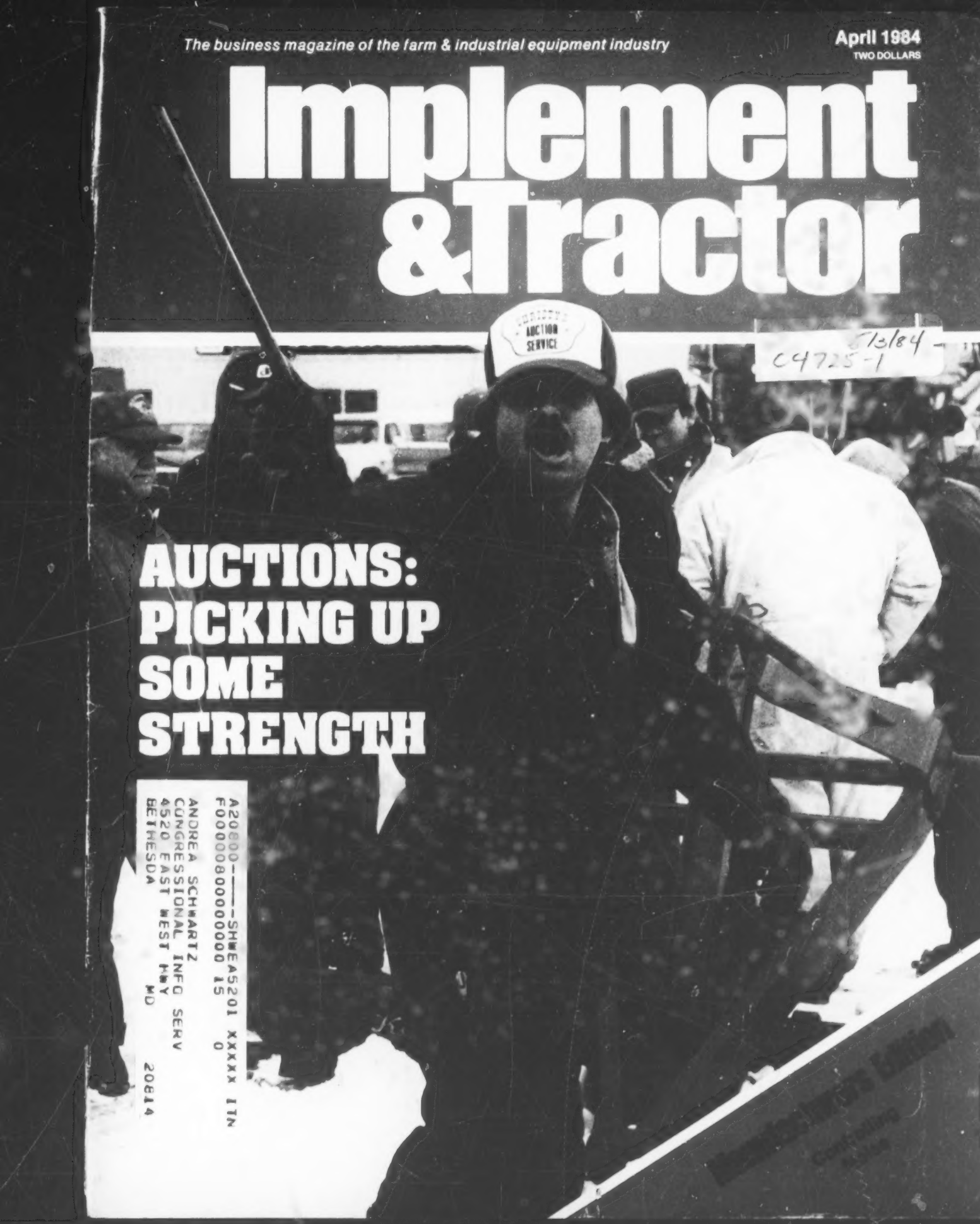
The business magazine of the farm & industrial equipment industry

April 1984
TWO DOLLARS

Implement & Tractor



AUCTIONS: PICKING UP SOME STRENGTH

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Implement &Tractor

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10: I&T Job Match. The first listings of jobs wanted and positions available through the I&T Job Match program.

12: What's the Action at the Auctions? The mountain of used equipment inventory is getting worked down, but it's still a buyer's market.

26: Do-It-Yourself Investment Analysis. How to make decisions on buying a computer, or anything else, in the privacy of your own office.

31: Case's Biggest Yet: 400 Engine Horsepower. Four 4-wheel-drive tractors introduced to Case dealers at a Phoenix meeting.

37: Where the Horsepower Went in 1983. The annual report of tractor sales by horsepower and state, including the first-ever breakdown of tractor sales in the under-40-hp ranges.

40: Tractors on the Market, 1984. Two separate charts giving model numbers and power comparisons for 2- and 4-wheel drive tractors sold in North America this year.

On the cover... Auctioneer David Christy works for a higher bid at a Macon, Mo., four-dealership sale of used equipment.

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I&T Update

February Sales: Why the Big Jump in Tractor Unit Volume?

Tractor retail sales, according to the Farm & Industrial Equipment Institute flash report, took a February jump in all but one horsepower category, building on a modest but generally favorable January start. Industry watchers debated: Are we seeing the start of the sales rebound that has been awaited for several years or are we looking at some late reporting of December sales motivated by tax considerations? (In the first quarter of 1983, combines showed astonishing strength in the face of PIK sign-ups, and it could have been connected to massive factory discounting of combines in late 1982, if reporting was a little late.)

The switch in two-wheel-drive tractors from the 100-139 hp bracket to larger items continued, and four-wheel-drive units showed a turnaround. But most of the numbers among other flash report items were down.

Unit Retail Sales

	February			January-February		
	1984	1983	Pct. Change	1984	1983	Pct. Change
Farm Wheel Tractors:						
2-wheel drive						
Under 40 hp	2,665	2,306	+15.6	4,805	4,374	+ 9.9
40-99 hp	2,697	2,474	+ 9.0	5,779	5,064	+14.1
100-139 hp	601	1,003	−40.1	1,337	2,422	−44.8
Over 140 hp	1,001	533	+87.8	2,223	1,459	+52.4
Total 2-wheel drive	**6,964**	**6,316**	**+10.3**	**14,144**	**13,319**	**+ 6.2**
4-wheel drive						
Under 200 hp	128	75	+70.7	269	261	+ 3.1
Over 200 hp	225	118	+90.7	412	323	+27.6
Total 4-wheel drive	**353**	**193**	**+82.9**	**681**	**584**	**+16.6**
Total All Tractors	**7,317**	**6,509**	**+12.4**	**14,825**	**13,903**	**+ 6.6**
S-P Combines	620	708	−12.4	1,708	2,504	−31.8
Balers (200-lb. bales)	318	325	− 2.2	596	716	−16.8
Forage Harvesters (shear-bar type)	109	146	−25.3	227	317	−28.4
Mower Conditioners	541	407	+32.9	991	970	+ 2.2

Tractor Sales Up 20 Pct. in Canada

Canadian retail sales of farm tractors in January and February have topped performance of a year earlier, according to the Canadian Farm & Industrial Equipment Institute. Tractor volume in January was up to 9.7 per cent to 1,283 units. In February, the rise was 35 per cent to 1,016 units.

Specifically, for the two months: tractors under 40 hp, up 39 per cent at 340; 40-99 hp, up 36 per cent to 1,042; over 100 hp, down 13 per cent at 552; all two-wheel drive tractors, up 18 per cent at 1,934. Four-wheel-drive tractors, up 31 per cent at 365 units. Total tractors sold in the two months, 2,299, up 20 per cent.

Farm Equipment Exports Hurting

According to the U.S. Dept. of Commerce, U.S. exports of farm equipment in 1983 were $2.014 billion, which represented a 16 per cent drop from 1982. Among our biggest customers, here's what happened:

Canada, down 15 per cent to $852 million; Mexico, down 64 per cent to $45.6 million; Saudi Arabia, *up 105 per cent to $307.8 million;* Australia, down 55 per cent to $98 million; South Africa, down 13 per cent to $57 million; W. Germany, down 14 per cent to $76 million; France, down 18 per cent to $98 million; Britain, down 9 per cent to $66 million; Belgium, down 17 per cent to $55 million.

Briefly...

Allis-Chalmers is selling its light industrial tractor line to CDI Sales Corp., Minneapolis. The sale includes all patents, assets and inventories of rough-terrain forklifts, wheel loaders and tractor backhoes. The plant at Topeka, Kan., stays with A-C and will continue to make combine components and corn heads.

International Harvester Co. and France's Renault will be jointly buying and making farm equipment parts, according to a recent agreement. Marketing and distribution networks will be separate, but some supply and production facilities will be pooled.

Keeping Up With Deere & Co.

(Compiled by I&T editors from news releases and articles in other media.)

First Quarter Profit. Deere & Co. reported net income of $2 million in the first quarter of fiscal 1984 (ended Jan. 31) compared with a $28.5 million loss last year. Income benefited from a LIFO inventory reduction of $5.4 million after taxes and a patent infringement settlement (with International Harvester) of $8.1 million after taxes.

Sales of $887 million were up three per cent from a year earlier, but farm equipment sales of $719 million were off three per cent. Industrial equipment volume rose 39 per cent to $167.5 million. Trade receivables, mostly dealer inventories, were $2.7 million on Jan. 31, about the same as a year earlier and at the end of the 1983 fiscal year.

Deere Buys Rotary. Curtis-Wright Corp. has sold its rotating combustion engine business to Deere & Co. Deere pays $2 million initially, followed by cash payments to July 1, 1991. If Deere elects to meet all installment payments, total price will be $14.7 million plus interest. Deere said it has particular interest in the stratified charge version of the engine for its government sales group.

Deere Sells Snowmobile. Polaris Industries, Inc., Minneapolis, has bought Deere's snowmobile business. Deere said it intends using the freed-up production space at its Horicon, Wis., plant to do R&D and production of lawn care products.

Deere Buys IH Saltillo Facilities. Deere & Co. has acquired International Harvester Co.'s Mexican farm equipment works at Saltillo, which had been idle. Deere said the operation will produce mainly tractors.

Deere Pays Antiboycott Penalty. Deere & Co. has agreed to pay a $109,000 penalty to the U.S. Commerce Dept. for alleged violations of the antiboycott regulations of the Export Administration Act. Deere's parts distribution center in Germany allegedly furnished 109 items of information to Iraq, Oman, Saudi Arabia and the United Arab Emirates about its business relationships with Israel, certifying that goods supplied were not of Israeli origin. Deere, noted the Commerce Dept., voluntarily disclosed the actions.

RETAIL SALES OF SELECTED FARM EQUIPMENT – Jan.-Dec., 1982 and 1983(1)
(In Units)

	Combines Self-Propelled		Corn Heads		Hay Balers(2)		Windrowers Self-Propelled Power Units		Windrowers Self-Propelled Total Heads		Grinder-Mixers		Shear-Bar Forage Harvesters(3)		Mower Conditioners All Types	
	1982	1983	1982	1983	1982	1983	1982	1983	1982	1983	1982	1983	1982	1983	1982	1983
Alabama	113	110	29	16	105	112	1	.....	1	.....	74	67	35	12	112	84
Alaska	.....	.....	.....	.....	12	4	.....	.....	.....	.....	1	.....	1	2	6	5
Arizona	31	9	5	1	26	17	34	34	47	39	8	1	9	4	9	6
Arkansas	308	365	7	3	102	131	.....	.....	.....	.....	48	49	7	10	239	234
California	183	91	49	33	141	110	172	150	191	172	7	2	54	56	35	35
Colorado	228	147	114	43	332	290	159	136	170	149	34	18	61	39	106	114
Connecticut	1	.....	.....	.....	39	45	.....	.....	.....	.....	1	2	34	27	73	62
Delaware	15	24	10	14	11	8	.....	1	.....	1	7	3	2	2	7	11
Florida	40	29	17	5	64	56	2	.....	2	.....	13	8	26	13	65	57
Georgia	383	197	122	82	146	128	1	8	2	8	129	66	53	25	157	134
Hawaii	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	1	.....
Idaho	291	231	9	6	367	288	209	160	215	184	26	18	26	40	109	102
Illinois	1,714	1,417	1,790	1,342	199	217	7	11	8	12	312	281	140	116	464	455
Indiana	721	778	775	719	186	212	4	3	5	5	205	215	88	84	329	409
Iowa	1,895	1,411	1,904	1,323	231	193	82	39	102	46	749	703	278	187	689	585
Kansas	1,377	852	141	82	218	199	140	154	158	156	160	88	126	69	485	420
Kentucky	178	128	117	87	186	182	4	6	6	5	177	127	105	69	619	717
Louisiana	128	144	6	2	66	68	.....	.....	.....	1	12	11	13	2	50	21
Maine	4	3	5	.....	46	48	2	1	2	1	3	1	30	22	70	70
Maryland	75	71	85	61	73	88	9	5	10	5	34	21	53	26	97	129
Massachusetts	.....	.....	1	1	35	48	.....	.....	.....	.....	3	.....	33	32	56	57
Michigan	263	260	273	234	230	236	29	23	28	26	151	140	208	181	384	428
Minnesota	1,013	1,008	734	659	447	574	349	245	383	257	392	319	458	386	745	865
Mississippi	236	215	8	6	73	57	1	3	1	3	39	33	36	23	60	41
Missouri	732	435	255	128	246	278	16	14	20	15	304	188	77	91	901	799
Montana	397	350	3	.....	205	123	303	179	369	213	49	38	34	17	148	111
Nebraska	1,143	771	809	540	143	123	179	131	213	152	346	213	239	141	412	375
Nevada	2	1	.....	.....	29	23	46	33	50	38	1	3	5	6	9	7
New Hampshire	.....	.....	1	.....	25	45	.....	.....	.....	– 1	.....	.....	17	25	62	41
New Jersey	6	8	10	2	32	39	2	.....	2	.....	9	5	10	7	36	50
New Mexico	33	3	3	.....	121	101	39	46	39	50	5	5	16	9	26	24
New York	90	49	97	58	519	460	37	38	38	40	84	67	440	419	727	787
North Carolina	295	222	254	194	189	202	.....	1	.....	1	93	72	71	47	261	339
North Dakota	910	682	73	49	32	34	472	319	549	368	91	82	81	67	186	161
Ohio	382	481	405	356	301	359	9	9	9	10	220	167	154	130	547	618
Oklahoma	559	257	13	6	216	263	78	74	92	83	72	61	22	16	415	520
Oregon	130	130	16	2	209	215	127	93	145	114	10	17	21	21	115	135
Pennsylvania	108	94	131	97	548	595	35	25	37	28	242	156	351	272	775	817
Rhode Island	.....	.....	.....	.....	2	.....	.....	.....	.....	.....	.....	.....	....	1	5	2
South Carolina	133	95	55	43	51	46	.....	.....	.....	.....	54	23	21	9	107	87
South Dakota	450	385	222	160	69	75	395	232	432	244	196	173	230	136	171	123
Tennessee	165	175	45	40	216	249	.....	1	.....	1	167	125	97	54	556	603
Texas	759	448	145	83	478	611	61	50	69	64	161	132	39	27	943	1,012
Utah	27	26	5	1	258	247	76	71	84	73	16	14	45	39	148	147
Vermont	3	1	3	....	69	74	4	.....	4	.....	.....	.....	81	87	129	172
Virginia	112	84	95	60	198	195	4	2	5	2	82	63	119	82	517	506
Washington	207	238	22	19	218	248	76	72	89	79	10	9	55	52	112	115
West Virginia	5	3	3	5	95	79	1	.....	1	.....	21	9	24	24	129	128
Wisconsin	313	204	413	252	966	911	204	135	215	144	344	204	997	870	1,523	1,485
Wyoming	46	46	15	13	135	131	104	89	128	99	14	19	23	15	52	56
U.S. Government	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Miscellaneous (4)	1	73	.....	.....	.....	.....	1	.....	1	.....	.....	.....	.....	.....	2	.....
TOTAL	**16,205**	**12,751**	**9,294**	**6,830**	**8,905**	**9,037**	**3,474**	**2,593**	**3,922**	**2,887**	**5,176**	**4,018**	**5,145**	**4,091**	**13,981**	**14,261**

Data released Feb. 16, 1984, Farm & Industrial Equipment Institute.

(1) Includes revisions for prior months.
(2) For making bales of under 200 lbs.
(3) Pull-type, mounted, self-propelled.
(4) Sales reported as miscellaneous are retail sales which cannot be classified by state or as U.S. Government. They include sales and dispositions that do not go through usual marketing channels such as gifts to non-profit organizations, intra-plant or company transfers, etc.

Farm Tractor Horsepower in 1983:

Small tractors by state! Shifting demand for big units!

By Bill Fogarty

■WE'D BEEN waiting for this envelope to arrive for several years. It contained the 1983 retail sales numbers from the Farm & Industrial Equipment Institute which tell us industry activity by state and horsepower bracket, as usual. But this time was different, for data about tractors under 40 horsepower were included for the first time.

FIEI's reporting program on retail sales had been private, *i.e.*, for participants only, with regard to the small tractors for many years, but beginning last January, such sales were disclosed publicly: Under 20 hp; 20-29 hp; and 30-39 hp.

And now, we have the state data. (See the big table on the following pages.)

One of the first things we learn is that 65 per cent of the under-40-hp market, last year anyway, was lodged in 15 states, thus:

Texas	**6,321**
California	**2,522**
Louisiana	**2,357**
Florida	**1,976**
N. Carolina	**1,903**
Pennsylvania	**1,859**
Georgia	**1,768**
Ohio	**1,695**
Tennessee	**1,606**
Arkansas	**1,525**
New York	**1,334**
Illinois	**1,301**
Virginia	**1,275**
Alabama	**1,232**
Michigan	**1,132**
15-State Total	**29,806**

What does this tell us about markets for under-40-hp tractors? To the writer, it suggests several things:

- **Sunbelt**—Eight of the top 10 states in unit sales volume stretch across the southern half of the U.S. And sure enough, this is where one finds:
- **Small parcels** of farmland...sun-down farmers.
- **Light industrial** and grounds maintenance activity stretching through all or most of the year.

The 15 states are generally high-population areas, but there are exceptions, such as Arkansas, Alabama and, in relation to its sales level, Louisiana.

This 15-state concentration, then, represents about 25 per cent of total tractor unit sales in the United States last year. It is believed that all models included in the under-40-hp reporting group are manufactured in Japan.

Big horsepower

Things have been happening in the big horsepower market. While the 100-139 horsepower size groups (two-wheel drive) have experienced a sharp decline in sales volume—from 18,711 in 1982 to last year's 14,502 units (off 22 per cent), there has been a surge in sales of two-wheel type tractors over 140 hp of 29 per cent—from 10,536 units to 13,652.

In terms of at least theoretical dollar sales of horsepower, regardless of what discounts may actually have been forged in a tough marketplace, it looks like a moderate gain, though not enough to compensate for the sharp decline in four-wheel-drive tractors.

If one scans the individual numbers on the big table with this article, a few surprises might jump out. For instance:

Arkansas is becoming a big-power tractor state as well as one of the strong sales areas for under-40-hp units. In 1982, there were 501 units sold over 140 hp and 259 of these were two-wheelers over 180 horsepower! And in 1983, there were 822 two-wheelers over 140 hp sold in Arkansas—496 of them were 180 hp or more.

Louisiana ran a somewhat similar pattern, though with less volume. Sales of over-140-hp tractors were up from 273 to 569 units. Of that 569, 322 were over 180 hp.

Meanwhile, four-wheel-drive tractor volume declined from 6,763 to 5,099 units from 1982 to 1983. This 25 per cent falloff was experienced across the board in the six states in which sales of such units are strongest:

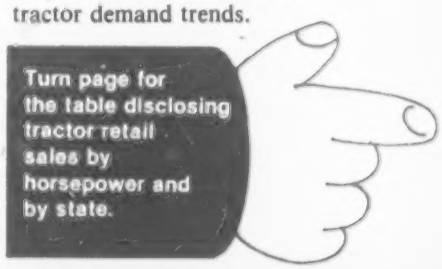
	Retail Sales	
	1982	1983
North Dakota	740	491
Illinois	600	433
Kansas	515	403
Minnesota	479	386
Iowa	475	284
Montana	324	260

Most of the four-wheel-drive volume loss was in the under-250-horsepower bracket. Unit volume of over-250-hp units held about even in 1983 with 1982—1,513 vs. 1,528 units. Over 250 horsepower now comprises about 30 per cent of the total four-wheel-drive tractor market.

Summing up: Beneath all the reduced activity of the tractor market, shifts in demand have been taking place. While smaller four-wheelers have declined in popularity, bigger two-wheelers have been on the increase.

Something that needs to be established before much longer in FIEI tractor reporting is an accounting of front-wheel-assist tractors. If these can be reported as is done in Canadian reporting programs, we may be able to determine a lot more about future tractor demand trends.

Turn page for the table disclosing tractor retail sales by horsepower and by state.



1983 Retail Sales of Farm Wheel Tractors by PTO Horsepower (in units)

State	Two-Wheel Drive Tractors										
	Under 20	20-29	30-39	40-49	50-59	60-69	70-79	80-89	90-99	100-119	120-129
Alabama	614	398	219	379	169	111	95	105	13	44	13
Alaska	47	17	.....	2	4	1	1	.....	.....	3	1
Arizona	111	87	64	52	16	22	23	51	7	43	7
Arkansas	825	486	214	442	197	250	111	64	7	33	20
California	1,154	1,212	156	308	303	499	441	286	67	144	50
Colorado	244	240	50	65	67	50	28	46	8	50	26
Connecticut	171	133	50	35	32	30	8	16	.....	7	.....
Delaware	61	48	12	14	9	6	18	8	4	30	12
Florida	1,083	618	275	365	201	313	285	220	12	97	28
Georgia	740	613	415	597	272	252	153	135	17	75	45
Hawaii	28	40	1	19	24	7	14	4	1	.....	1
Idaho	95	78	21	53	40	52	28	74	31	93	67
Illinois	758	444	99	173	164	211	151	198	28	279	154
Indiana	591	359	68	212	116	134	74	133	31	166	98
Iowa	298	191	55	88	137	244	161	303	47	461	281
Kansas	349	227	72	87	58	86	67	137	36	229	128
Kentucky	431	425	245	697	458	295	176	250	25	54	21
Louisiana	1,063	1,078	216	475	134	183	198	63	12	85	30
Maine	224	137	29	35	37	28	10	14	1	13	2
Maryland	517	276	81	120	107	82	36	65	16	44	16
Massachusetts	179	164	37	31	36	22	27	13	1	2	3
Michigan	642	432	58	139	151	167	137	167	26	160	85
Minnesota	264	143	34	73	70	200	128	312	56	350	197
Mississippi	388	435	189	372	121	179	122	92	12	45	17
Missouri	669	307	116	283	167	273	137	255	41	164	62
Montana	109	80	63	66	28	77	23	81	14	76	65
Nebraska	96	96	20	36	22	53	43	145	27	256	142
Nevada	29	16	3	1	3	7	2	5	.....	5	.....
New Hampshire	202	155	16	45	30	18	12	14	6	3	2
New Jersey	307	242	41	64	44	15	13	19	5	18	2
New Mexico	49	85	47	57	23	15	35	14	1	20	9
New York	770	475	89	159	199	254	154	312	54	126	50
North Carolina	843	611	449	683	321	321	129	243	24	100	52
North Dakota	78	52	11	8	17	21	17	46	20	151	132
Ohio	1,073	526	96	197	232	196	177	196	23	171	80
Oklahoma	541	398	111	227	130	115	129	139	26	165	78
Oregon	534	290	67	163	101	96	51	66	19	56	13
Pennsylvania	1,184	521	154	245	252	323	120	252	38	146	48
Rhode Island	24	25	5	3	.....	3	1	1	1	.....	.....
South Carolina	411	287	133	209	77	78	52	105	3	26	9
South Dakota	28	21	2	6	12	41	29	125	32	232	142
Tennessee	661	568	377	717	439	432	112	141	15	49	16
Texas	2,835	2,535	951	1,776	1,027	1,115	535	470	69	418	159
Utah	128	88	13	43	85	73	30	54	9	46	22
Vermont	107	73	14	26	41	37	16	53	4	14	5
Virginia	654	452	179	422	256	201	95	170	21	95	19
Washington	401	317	83	322	304	189	96	80	8	31	17
West Virginia	128	72	40	84	56	46	17	19	4	8	2
Wisconsin	237	139	41	88	155	361	211	522	82	328	151
Wyoming	34	31	7	18	16	18	20	31	10	23	9
U.S. Government	.....	2	.....	.....	.....	.....	.....	.....	.....	.....	1
Miscellaneous	29	25	4	69	101	32	239	43	.....	9	17
TOTAL	23,039	16,770	5,792	10,850	7,061	7,834	4,967	6,357	1,014	5,243	2,606

State	Two-Wheel Drive Tractors					Four-Wheel Drive Tractors				Total All Farm Wheel Tractors	State
	130-139	140-159	160-179	180 & Over	Total 2-Wheel Drive	Under 200	200-249	250 & Over	Total 4-Wheel Drive		
Alabama	71	27	43	23	2,325	2	.....	1	3	2,328	Alabama
Alaska	1	.....	1	.....	78	.....	.....	.....	.....	78	Alaska
Arizona	39	37	17	43	619	2	15	10	27	646	Arizona
Arkansas	111	130	196	496	3,582	10	48	81	139	3,721	Arkansas
California	137	93	102	88	5,040	42	77	95	214	5,254	California
Colorado	82	98	57	77	1,188	28	39	59	126	1,314	Colorado
Connecticut	6	2	.....	1	491	.....	-1	-1	-2	489	Connecticut
Delaware	14	6	9	7	258	3	1	.....	4	262	Delaware
Florida	50	41	31	23	3,622	37	29	2	68	3,690	Florida
Georgia	134	87	55	70	3,660	1	3	2	6	3,666	Georgia
Hawaii	.....	2	.....	.....	141	.....	.....	.....	.....	141	Hawaii
Idaho	127	90	85	79	1,013	57	35	39	131	1,144	Idaho
Illinois	644	483	440	432	4,658	170	125	138	433	5,091	Illinois
Indiana	277	190	194	194	2,837	87	50	60	197	3,034	Indiana
Iowa	721	562	358	242	4,149	141	80	63	284	4,433	Iowa
Kansas	344	272	231	252	2,575	170	141	92	403	2,978	Kansas
Kentucky	64	38	33	32	3,244	8	7	6	21	3,265	Kentucky
Louisiana	37	73	174	322	4,143	18	24	22	64	4,207	Louisiana
Maine	10	3	3	3	549	1	.....	.....	1	550	Maine
Maryland	37	17	11	15	1,440	7	3	7	17	1,457	Maryland
Massachusetts	1	.....	1	.....	517	.....	.....	.....	.....	517	Massachusetts
Michigan	188	116	71	30	2,569	83	29	31	143	2,712	Michigan
Minnesota	435	380	262	125	3,029	174	121	91	386	3,415	Minnesota
Mississippi	99	117	129	254	2,571	5	12	14	31	2,602	Mississippi
Missouri	219	128	122	143	3,086	47	36	35	118	3,204	Missouri
Montana	56	44	47	32	861	91	79	90	260	1,121	Montana
Nebraska	367	309	265	244	2,121	74	53	41	168	2,289	Nebraska
Nevada	2	4	1	1	79	3	1	.....	4	83	Nevada
New Hampshire	2	.....	.....	.....	505	.....	.....	.....	.....	505	New Hampshire
New Jersey	5	3	2	1	781	1	.....	.....	1	782	New Jersey
New Mexico	26	14	19	7	421	1	7	4	12	433	New Mexico
New York	109	44	23	7	2,825	33	8	13	54	2,879	New York
North Carolina	105	63	51	77	4,072	7	1	4	12	4,084	North Carolina
North Dakota	233	212	202	154	1,354	206	147	138	491	1,845	North Dakota
Ohio	197	129	112	70	3,475	74	27	27	128	3,603	Ohio
Oklahoma	196	133	92	77	2,557	85	76	57	218	2,775	Oklahoma
Oregon	67	43	20	15	1,601	24	16	16	56	1,657	Oregon
Pennsylvania	77	29	26	10	3,425	18	3	3	24	3,449	Pennsylvania
Rhode Island	1	.....	.....	.....	64	.....	.....	.....	.....	64	Rhode Island
South Carolina	48	17	20	49	1,524	5	1	4	10	1,534	South Carolina
South Dakota	228	155	131	46	1,230	100	59	62	221	1,451	South Dakota
Tennessee	104	63	55	54	3,803	8	1	11	20	3,823	Tennessee
Texas	606	374	373	543	13,786	88	86	134	308	14,094	Texas
Utah	24	24	10	6	655	5	6	10	21	676	Utah
Vermont	10	10	3	1	414	1	.....	.....	1	415	Vermont
Virginia	51	24	20	18	2,677	2	4	.....	6	2,683	Virginia
Washington	35	37	21	10	1,951	52	39	34	125	2,076	Washington
West Virginia	4	.....	.....	.....	480	1	.....	.....	1	481	West Virginia
Wisconsin	226	179	94	93	2,907	83	19	13	115	3,022	Wisconsin
Wyoming	26	14	8	12	277	20	1	4	25	302	Wyoming
U.S. Government	.....	1	.....	.....	4	.....	1	.....	1	5	U.S. Government
Miscellaneous	.....	16	12	9	605	.....	2	1	3	608	Miscellaneous
TOTAL	6,853	4,933	4,232	4,487	111,838	2,075	1,511	1,513	5,099	116,937	TOTAL

DATA: Farm & Industrial Equipment Institute. Figures do not include garden tractors, motor tillers, or contractor's off-highway types. Report includes units marketed by these firms: Allied Farm Equip. (Leyland, Satoh); Allis-Chalmers; Belarus; J I Case; Deere; Deutz; Ford; International Harvester; Long; Massey-Ferguson; Steiger; Versatile; R.M. Wade (Satoh); and White. Sales reported as miscellaneous are retail sales which cannot be classified by state or as U.S. Government. They include sales and dispositions that do not go through usual marketing channels such as gifts to non-profit organizations, intra-plant or company transfers, etc.

Turn page for: **FARM TRACTORS,** Makes & Models on the 1984 North American Market

AUCTION PRICES OF USED EQUIPMENT

An exclusive I&T monthly report of actual prices paid recently at these leading national wholesale auctions.

Asterisk beside tractor price indicates highest bid offered on tractors which were not sold.

ENLOW AUCTION CO.
Tulsa, Okla.
February 25, 1984

ALLIS-CHALMERS TRACTORS
HD-6 dozer, 1959 (Good) 5900
HD-6 dozer, 1961 (Fair) 4400*

DAVID BROWN TRACTOR
1210 diesel, 1974 (Good) 5250

FERGUSON TRACTORS
20, 1949 (Fair) 925
20, 1950 (Good) 1750
20, 1951 (Good) 1575

FORD TRACTORS
9N, 1940 (Rough) 775
9N, 1941 (Good) 1250
9N, 1942 (Good) 1350
9N, 1942 (Fair) 850
9N, 1943 (Fair) 1100
9N, 1944 (Good) 1150*
9N, 1944 (Fair) 1025
9N, 1945 (Fair) 975*
9N, 1946 (Good) 1150
8N, 1947 (Rough) 1000*
8N, 1948 (Fair) 1175
8N, 1948 (Good) 1500
8N, 1949 (Good) 1500
8N, 1949 (Good) 1250*
8N, 1949 (Fair) 1025
8N, 1950 (Rough) 900
8N, 1950 (Good) 1600*
8N, 1951 (Good) 1925
8N, 1952 (Good) 1850
8N, 1952 (Good) 1950
NAA, 1953 (Good) 2300
NAA, 1953 (Fair) 1700
NAA, 1954 (Good) 2500
850, 1956 (Good) 2750
801 diesel, 1959 (Good) 2850
801, 1960 (Fair) 1950*
900, 1959 (Fair) 900
3000 diesel, 1967 (Good) 3100
3000 diesel, 1968 (Good) 3250
3000, 1970 (Good) 3400
3000 diesel, 1971 (Good) 3850
3000 diesel, 1972 (Good) 4100
3500, ldr., 1967 (Good) 3900
3600 diesel, 1982 (Excellent) 7590
4000 diesel, 1966 (Good) 3100
4000 diesel, 1967 (Good) 3250
4000 diesel, ldr., 1967 (Good) 3450
4000, ldr., 1969 (Fair) 3425
5000 diesel, 1967 (Good) 4700
5000 diesel, 1970 (Fair) 4450*
8000 diesel, 1967 (Rough) 2750

JOHN DEERE TRACTORS
70 diesel, 1963 (Good) 1600
70 diesel, 1955 (Good) 1450*
430, mo., 1959 (Good) 1800
1020 diesel, 1970 (Good) 3900
300 diesel, 1960 (Fair) 3250*
3010 diesel, 1962 (Good) 4100
4010 diesel, 1963 (Good) 4600
4020 LP, 1968 (Good) 3550
400 diesel, backhoe, 1969 (Good) 5100
2640 diesel, 1978 (Good) 8950
4230 diesel, duals, 1980 (Excellent) 21,100*
2050 diesel, 1983 (New) 14,500*
2050 diesel, 1983 (New) 14,500*

MASSEY-FERGUSON TRACTORS
35 diesel, 1960 (Good) 2700
35 diesel, 1962 (Good) 3050
50, 1961 (Fair) 2100
65 diesel, 1960 (Good) 2420
65 diesel, 1962 (Good) 2800
65 diesel, ldr., 1964 (Good) 2450*
135 diesel, 1965 (Good) 3100*
135 diesel, 1967 (Good) 3300
135 diesel, 1970 (Good) 3700
165 diesel, 1969 (Good) 3700
165 diesel, ldr., 1970 (Good) 4200
165 diesel, nf., 1970 (Fair) 2900
165 diesel, 1970 (Good) 4500
165 diesel, ldr., 1972 (Good) 6200
175 diesel, 1971 (Good) 4450
180 diesel, 1970 (Good) 4200
240 diesel, 1982 (New) 7500*
250 diesel, 1982 (New) 8850
245 diesel, 1981 (Excellent) 7100
265 diesel, 1979 (Good) 7950
275 diesel, 1981 (Good) 8400
282 diesel, 1983 (New) 9750
1085 diesel, ldr., 1978 (Good) 9500
1155 diesel, duals, 1975 (Salv.) 2700

MINNEAPOLIS-MOLINE TRACTORS
670, 1967 (Good) 2200*
1350 LP, 4WD, 1970 (Good) 5100*

OLIVER TRACTORS
1850, LP, 1965 (Good) 2600
1850 diesel, 1962 (Good) 3750

LEYLAND TRACTOR
384 diesel, 1967 (Salv.) 650

INTERNATIONAL HARVESTER TRACTORS
Cub, mo., 1957 (Good) 1500*
Cub, mo., plow, 1959 (Good) 1475
Cub Loboy, mo., 1959 (Good) 1550
Cub Loboy, mo., 1965 (Good) 1600*
154, mo., 1966 (Good) 2000
154, mo., 1969 (Good) 2550
185, mo., 1972 (Good) 2750*
185, mo., 1974 (Good) 2650
240, 1958 (Fair) 950
300 diesel, 1963 (Good) 2200
424, 1966 (Good) 2100*
574, 1971 (Good) 3900
674 diesel, 1975 (Fair) 3300*

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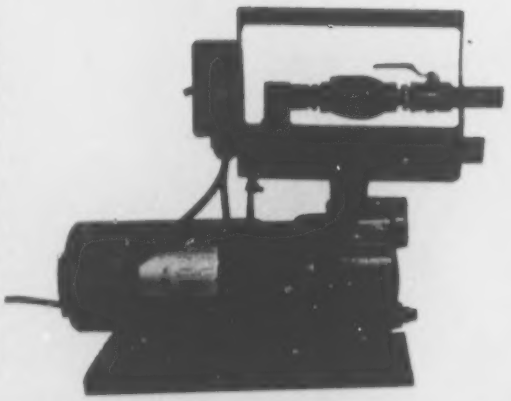

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1066, 1972 (Good) 6250*
1456, 1970 (Good) 8200*
1466, 1972 (Good) 8800*

YODER & FREY, INC.
Archbold, Ohio
February 13, 1984

INTERNATIONAL HARVESTER TRACTORS

Sup. A, mo., 1951 (Fair) 1900
Sup. A, bld., 1952 (Fair) 1400*
Cub, cult., 1950 (Rough) 950
Cub, bld., 1950 (Fair) 1675
SH, 1953 (Good) 685
M, ... 375
M, ... 250
M, 1950 (Fair) 675
M, 1949 (Rough) 550
M, 1950 (Fair) 850
M, 1948 (Fair) 750
Sup. M, 1952 (Fair) 800*
Sup. M, 1952 (Rough) 775
70 diesel, hydro, 1974 (Fair) 4300
W6, 1955 (Good) 1150
300, 1956 (Fair) 1125
350, bld., 1959 (Rough) 875
400, 1955 (Fair) 1100
400 diesel, ... 450
400 diesel 500
B414, (Good) 2300
450, 1958 (Rough) 875*
450 diesel, 1957 (Fair) 1350
450, 1957 (Fair) 1300
450, 1958 (Rough) 1060
450, 1956 (Fair) 1450
450 diesel, 1957 (Fair) 950*
460, 1959 (Rough) 1225
504, ... 900
504, 1964 (Fair) 2000*
2504, (Rough) 1260
560, 1960 (Fair) 1890*
560, 1961 (Rough) 1700
560, 1959 (Rough) 1775*
560, 1962 (Fair) 1925
560, 1960 (Fair) 2450
560, 1960 (Good) 2250*
574, ldr., 1972 (Fair) 6100
2606, ldr., 1965 (Fair) 2975
656, hydro, 1970 (Fair) 3275
656, 3-pt., 1966 (Good) 3300
656, 1969 (Good) 4200*
656, hydro, 1968 (Fair) 2800*
706, 1965 (Fair) 2650*
706, 1964 (Fair) 2400
706, 1966 (Fair) 1800
706, 1961 (Fair) 1950*
706, 1963 (Fair) 2650*
706, 1963 (Fair) 3250
706, 1973 (Fair) 3150
706, 1964 (Fair) 2400
706, 1966 (Fair) 3450
706 diesel, 1965 (Fair) 2450
706 diesel, 1963 (Fair) 3225
756, 1971 (Rough) 4000
766 diesel, 1975 (Fair) 4750*
806 diesel, 1965 (Fair) 3750
806 diesel, 1961 (Rough) 3475
806 diesel, 1967 (Good) 4250
806 diesel, 1967 (Good) 5600*
806 diesel, 1966 (Good) 4900
806, 1969 (Fair) 5800
806, 1965 (Fair) 2950
806 diesel, 1965 (Fair) 4125
806 diesel, 1967 (Fair) 5900
806, 1967 (Good) 4650
856 diesel, 1970 (Good) 6400
856 diesel, 1967 (Fair) 6300*
856 diesel, 1968 (Fair) 5900*
856, 1970 (Fair) 6700*
966, 1975 (Fair) 8000
966, 1975 (Good) 8000
966, 1973 (Good) 8350
1066, 1970 (Fair) 7450
1066, 1971 (Fair) 8950
1066 diesel, 1974 (Excellent) 9600*
1066, 1975 (Good) 8200
1066, 1976 (Good) 7950
1066, 1975 (Good) 8550
1066, 1975 (Good) 9600*
1066, 1976 (Excellent) 9200*
1066, 1976 (Good) 9500
1206 diesel, 1965 (Fair) 4100*
1206 diesel, 1965 (Fair) 3800
1206 diesel, 1965 (Good) 4900*
1256, 1970 (Fair) 6100*
1256 diesel, 1970 (Rough) 3000*
1256, 1966 (Good) 6800
1456, 1970 (Good) 8325
1466, 1973 (Good) 8500
4166, 1972 (Fair) 7050
3588, 1981 (Good) 19,000

OLIVER TRACTORS

77, (Rough) 150*
88, 1955 (Rough) 550*
1550, 1965 (Fair) 3750
1550 diesel, 1965 (Rough) 2400
1600 diesel, 1961 (Rough) 2050*
1600, 1961 (Fair) 1775
1650 diesel, 1967 (Fair) 1875
1650 diesel, 1966 (Fair) 3450
1750 diesel, 1965 (Good) 3400
1800, 1963 (Fair) 2200*
1850 diesel, 1965 (Fair) 4250
1850, 1965 (Fair) 2200*
1855, 1966 (Fair) 4300*
1950-T, 1966 (Good) 4600
1950-T, 1967 (Rough) 4100*
55, 1952 (Fair) 1250
66, 1950 (Rough) 485
80, ... 155
70, 1941 (Rough) 375

JOHN DEERE TRACTORS

A, 1949 (Rough) 775*
A, bld., 1948 (Rough) 500
B, 1943 225
G, 1951 (Fair) 990*
MT, 1948 (Fair) 975
40, 1956 (Rough) 575
50, 1956 (Fair) 1100*
70 diesel, 1955 (Rough) 550*
70, 1954 (Rough) 275*
70, 1954 (Fair) 910
70 diesel, 1954 (Fair) 1050*
60, 1956 (Fair) 875
720 diesel, 1957 (Fair) 1800
730 diesel, 1959 (Fair) 1350*
730 diesel, 1959 (Good) 2650
850 diesel, 1977 (Good) 4700*
1010 diesel, 1962 (Rough) 2400
2010, 1961 (Fair) 1975
2010, ldr., 1964 (Rough) 2400
2010, 1961 (Fair) 2200*
2020 diesel, 1972 (Rough) 3900
2020 diesel, 1972 (Rough) 3000
2030 diesel, 1973 (Fair) 2600*
2030 diesel, 1973 (Fair) 2650
2130 diesel, 1974 (Fair) 6150
2510, 1968 (Rough) 3050
2630, 1975 (Fair) 9000
3010, 1961 (Fair) 2650
3120, ... 6500
3020 diesel, 1972 (Fair) 2700*
3020 diesel, 1968 (Fair) 5450
3020, 1965 (Good) 3850
3020, 1968 (Good) 5100*
3020, 1966 (Good) 3550
3020 diesel, 1968 (Fair) 4650
4010 diesel, 1962 (Good) 4000*
4020 diesel, 1966 (Fair) 6000*
4020 diesel, 1964 (Fair) 4300*
4020 diesel, 1968 (Fair) 4300*
4020 diesel, 1966 (Fair) 5700*
4020 diesel, 1969 (Fair) 8000
4020 diesel, 1968 (Good) 6500
4020, 1966 (Good) 5850*
4020 diesel, 1966 (Fair) 5650

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